

# OPERATING RESULTS

## Aeroflot Group operating highlights

Item	2011*	2012	2013	2014	2015
Passenger traffic, million PAX	16.4	27.5	31.4	34.7	39.4
change, %	16.5	67.6	14.3	10.7	13.4
Passenger turnover, billion RPK	46.1	74.6	85.3	90.1	97.6
change, %	17.6	61.9	14.3	5.6	8.4
Available seat-kilometres, billion ASK	60.0	95.6	109.1	115.8	124.7
change, %	17.9	59.3	14.1	6.2	7.7
Passenger load factor, %	76.8	78.1	78.2	77.8	78.3
change, p.p.	-0.3	1.3	0.1	-0.4	0.5
Cargo and mail carried, thousand tonnes	168.5	223.8	204.6	166.3	156.3
change, %	-1.3	32.8	-8.6	-18.7	-6.0
Revenue tonne-kilometres, billion TKM	5.1	7.9	8.7	8.8	9.5
change, %	13.0	56.3	9.3	1.9	7.0
Available tonne-kilometres, billion TKM	8.1	12.2	13.4	13.9	15.1
change, %	14.8	49.3	10.2	3.4	8.8
Revenue load factor, %	62.3	65.2	64.7	63.8	62.7
change, p.p.	-1.0	2.9	-0.5	-0.9	-1.1

## Aeroflot Group operating highlights: domestic routes

Item	2011*	2012	2013	2014	2015
Passenger traffic, million PAX	7.0	11.5	14.0	17.6	23.4
change, %	12.4	65.3	21.6	26.0	32.5
Passenger turnover, billion RPK	15.5	24.3	29.2	35.0	44.7
change, %	11.0	57.0	19.8	19.9	27.8
Available seat-kilometres, billion ASK	19.9	31.7	37.6	43.6	56.3
change, %	11.4	59.2	18.2	16.2	29.0
Passenger load factor, %	77.7	76.7	77.7	80.2	79.4
change, p.p.	-0.4	-1.0	1.0	2.5	-0.8
Cargo and mail carried, thousand tonnes	47.0	70.7	82.8	82.0	79.1
change, %	-4.4	50.4	17.1	-0.9	-3.4
Revenue tonne-kilometres, billion TKM	1.6	2.5	3.0	3.5	4.3
change, %	8.1	55.0	19.2	17.4	24.5
Available tonne-kilometres, billion TKM	2.5	3.8	4.5	5.2	6.6
change, %	9.0	53.6	18.8	14.9	27.6
Revenue load factor, %	64.7	65.2	65.4	66.8	65.2
change, p.p.	-0.5	0.5	0.2	1.4	-1.6

## Aeroflot Group operating highlights: international routes

Item	2011*	2012	2013	2014	2015
Passenger traffic, million PAX	9.4	16.0	17.4	17.1	16.0
change, %	19.7	69.3	8.9	-1.7	-6.2
Passenger turnover, billion RPK	30.6	50.3	56.1	55.1	52.9
change, %	21.3	64.4	11.6	-1.8	-3.9
Available seat-kilometres, billion ASK	40.1	63.9	71.5	72.2	68.5
change, %	21.4	59.4	12.0	1.0	-5.2
Passenger load factor, %	76.3	78.7	78.4	76.3	77.3
change, p.p.	-0.3	2.4	-0.3	-2.1	1.0
Cargo and mail carried, thousand tonnes	121.5	153.1	121.8	84.3	77.2
change, %	0.0	26.1	-20.5	-30.8	-8.5
Revenue tonne-kilometres, billion TKM	3.5	5.4	5.7	5.3	5.2
change, %	15.5	56.9	4.9	-6.1	-4.3
Available tonne-kilometres, billion TKM	5.7	8.4	8.9	8.7	8.5
change, %	17.6	47.4	6.2	-2.4	-2.4
Revenue load factor, %	61.3	65.2	64.4	61.9	60.7
change, p.p.	-1.1	3.9	-0.8	-2.5	-1.2

\* Data for 2011 include the results for Aeroflot, Donavia, and Nordavia (before its divestment from the Group on 8 June 2011), as well as the results for Rossiya, Vladavia, SAT Airlines and Orenair starting from 15 November 2011.

Note: In the charts and tables featured in this Annual Report, immaterial deviations in the calculation of percentage changes, subtotals and totals are explained by rounding.

## AEROFLOT GROUP

In 2015, Aeroflot Group improved its key operating results despite a decline in Russian market passenger traffic.

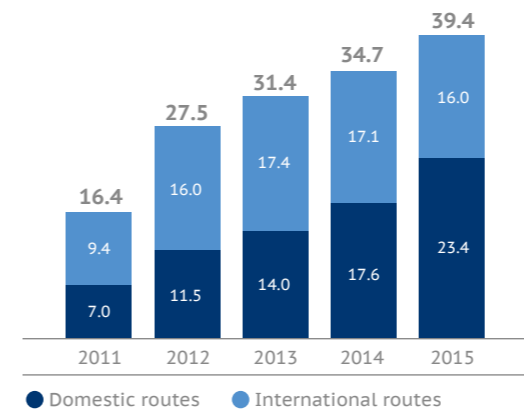
The Group carried a total of 39.4 million passengers, posting a 13.4% growth y-o-y. The Group's RPK grew 8.4% to 97.6 billion, with available seat-kilometres (ASK) growing

by 7.7% to 124.7 billion. The passenger load factor across Aeroflot Group increased by 0.5 percentage points (p.p.) to 78.3%.

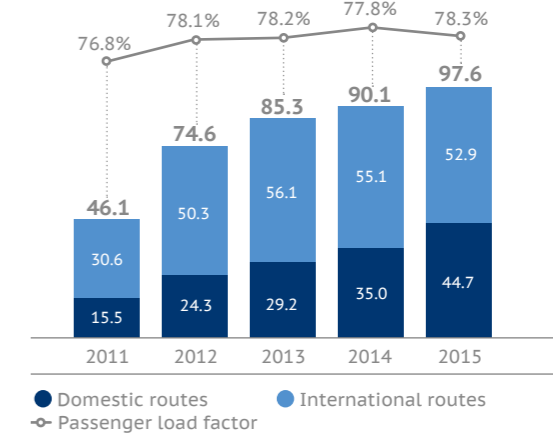


**39.4 million passengers** carried by Aeroflot Group

Aeroflot Group passenger traffic, million PAX



Aeroflot Group passenger turnover, billion RPK, and passenger load factor, %



**13.4%** growth in Aeroflot Group's passenger traffic

## Aeroflot Group operating performance by region (scheduled and charter flights)

Region	Passenger traffic, million PAX			Passenger turnover, billion RPK			Available seat-kilometres, billion ASK			Passenger load factor, %		
	2014	2015	change, %	2014	2015	change, %	2014	2015	change, %	2014	2015	change, p.p.
Russia	17.6	23.3	32.7	34.9	44.6	28.0	43.4	56.1	29.4	80.4	79.5	-0.9
Europe	7.6	7.9	3.5	17.2	17.5	1.8	23.3	23.6	1.4	73.7	74.0	0.3
Asia	2.3	2.7	14.4	15.1	17.5	15.9	20.2	22.3	10.5	75.0	78.7	3.7
CIS	2.6	2.5	-2.6	4.9	4.7	-2.6	6.3	6.1	-3.4	77.0	77.7	0.7
Middle East	1.7	1.6	-3.5	4.7	4.7	1.4	6.1	6.2	2.7	77.0	76.0	-1.0
Americas	0.8	0.8	-1.7	6.9	6.8	-1.0	8.7	8.2	-4.8	79.3	82.5	3.2
<b>Total scheduled flights</b>	<b>32.7</b>	<b>38.9</b>	<b>19.0</b>	<b>83.5</b>	<b>95.9</b>	<b>14.8</b>	<b>107.9</b>	<b>122.6</b>	<b>13.6</b>	<b>77.4</b>	<b>78.2</b>	<b>0.8</b>
Charter flights	2.1	0.5	-75.0	6.5	1.7	-73.3	8.0	2.2	-72.8	82.2	80.8	-1.4
<b>Total passenger flights</b>	<b>34.7</b>	<b>39.4</b>	<b>13.4</b>	<b>90.1</b>	<b>97.6</b>	<b>8.4</b>	<b>115.8</b>	<b>124.7</b>	<b>7.7</b>	<b>77.8</b>	<b>78.3</b>	<b>0.5</b>